Ardent Partners
SUPPLY MANAGEMENT EXPERTS

AP and Treasury: Travel Companions on a B2B Payment Transformation Journey

The rise of advanced technologies, including payment networks, has helped accounts payable ("AP") and treasury departments realize that there is significant business value hidden in their business-to-business ("B2B") payment processes. By working together, AP and treasury—a new "power couple" in payment automation—can make the business case for payment automation and drive savings and strategic value.

As business functions, AP & Treasury are both headed in the same direction. They are increasingly strategic and increasingly complex. Each has the ability to positively impact cash management and each benefits from B2B payment visibility and automation.

DESTINATION: B2B PAYMENT TRANSFORMATION

Savings
Efficiency
Value

GPS

On this journey, Treasury "packs"

- Understanding of enterprise cash goals and objectives
- Ability to make significant financial impact
- Alignment with C-suite

On this journey, AP "packs"

- Knowledge of supplier accounts
- Payment process expertise
- Access to payment data

Treasury's Payment Priorities

- Liquidity
- Working Capital Optimization
- Financial Risk Management

AP's Top B2B Payment Priorities

- Improve Reporting and Analytics
- Reduce Processing Costs
- Supplier Connectivity

B2B Payment Challenges

DPO Satisfaction

16%	Not satisfied; needs significant improvement
19%	Moderately satisfied; needs some improvement
65%	Very satisfied; needs little improvement

AP's B2B Payment Challenges

34%	Lack of visibility into payment data
27%	Payment approvals take too long
22%	Getting the budget to invest in automation
18%	Late supplier payments

The Benefits of B2B Payment Automation

More efficient and streamlined processing (e.g. review, approval, execution)	52%
Cost savings	51%
Increased accuracy and control of payment delivery	22%

ePayment Solutions

- ACH
- Wire
- Payment Networks
- Cards

Users of Networks Agree

- Networks are beneficial to both buyers and suppliers (75%)
- Networks enhance collaboration between buyers and suppliers (73%)
- Networks help accelerate the supplier enablement process (67%)
- Networks are an important part of an eInvoicing initiative (64%)

The Road Ahead for AP

- AP will move away from manual tasks (86%)
- AP will play a key role in supply chain finance (51%)
- AP will impact cash management and working capital optimization (49%)

Best-in-Class teams that achieve a successful B2B Payment Transformation see the following benefits:

- 92% lower costs per supplier payment
- 63% more touchless processing
- 18% more supplier accepting ePayments

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To achieve a B2B payment transformation, AP and treasury should collaborate as partners in the development of the business case and afterwards. AP can provide tremendous value to treasury through a deeper window into its financial data, and treasury can show AP how managing a supplier payment strategy more effectively can make a financial impact. To learn more about how your AP and treasury teams can take payments to the next level, watch this on-demand webinar, Payments New Power Couple: Treasury & AP Unite.

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Bottomline

Note: This infographic is based upon an Ardent Partners survey of nearly 200 AP and finance professionals